

Message Text

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PAGE 01 ROME 12938 211919Z

60

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 CIAE-00 DODE-00 PM-07 INR-10

L-03 NSAE-00 NSC-10 PA-04 RSC-01 PRS-01 SPC-03 SS-20

USIA-15 ACDA-19 IO-14 COME-00 TRSE-00 SCEM-02 DRC-01

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R 211900Z NOV 73

FM AMEMBASSY ROME

TO USCINCEUR VAIHINGEN GERMANY

INFO SECSTATE WASHDC 1978

C O N F I D E N T I A L ROME 12938

E.O. 11652: GDS

TAGS: ENRG, IT, MCAP

SUBJECT: ESSO REDUCTION IN POL SUPPLIES US FORCES

FOR GENERAL EADE FROM AMBASSADOR VOLPE

REF: YOUR 0201427Z NOV 73 NOTAL

1. ON MY INSTRUCTIONS ECONOMIC MINISTER DISCUSSED FUEL SITUATION FOR US FORCES WITH ALDO SALA, PRESIDENT OF ESSO ITALIANA, AND WITH HIS PRODUCT MANAGER, WHO IS IN CHARGE OF THE REDUCTION IN THE MILITARY SALES PROGRAM. SALA WAS INFORMED OF MY PERSONAL INTEREST AND CONCERN OVER THIS MATTER AND OUR PARTICULAR PRE-OCCUPATION WITH THE PROBLEM OF HEATING OIL AND, TO A CONSIDERABLY LESSER EXTENT, MOTOR GASOLINE.

2. SALA TOOK NOTE OF MY CONCERN, WHICH HE SAID HE WOULD TRANSMIT TO ESSO EUROPE AND TO EXXON INTERNATIONAL. HE MADE CLEAR HOWEVER THAT HE CANNOT SEEK ANY SPECIAL ARRANGEMENTS ON HEATING OIL WITHOUT APPROVAL OF EXXON INTERNATIONAL, AND HE SHOWED NO OPTIMISM THAT ANY FLEXIBILITY WOULD BE FORTHCOMING. HE WILL DO WHAT HE CAN.

3. ECON MIN EMPHASIZED TO SALA THE CRITICAL EFFECT OF
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PAGE 02 ROME 12938 211919Z

CUTBACKS ON HEATING OIL, POINTING OUT THAT ESSO CUTBACKS WILL

HAVE SEVERE AND IMMEDIATE IMPACT AND NOTING THAT SOME PORTION OF THESE SALES ARE TO NATO AND NOT US MILITARY. WE ARE NOW DISCUSSING THIS LATTER ASPECT WITH THE PRODUCT MANAGER, WHO INFORMS US THAT EXXON INTERNATIONAL HAS ALREADY BEEN QUERIED ON THIS ASPECT OF THE PROBLEM.

4. AS YOU CAN SEE, THIS FIRST CONTACT GIVES LITTLE ROOM FOR ENCOURAGEMENT EITHER AS REGARDS THE OVERALL CUTBACKS OR THE HEATING OIL SITUATION. AS I EXPECT YOU KNOW, THE INSTALLATIONS IN THE NORTH ARE NOT SUPPLIED BY ESSO AND WHILE THEY ARE ALREADY EXPERIENCING SOME DIFFICULTIES AS REGARDS THE COST AND THE GENERAL SHORTAGE OF FUEL OIL IN ITALY, THEY WILL NOT BE AFFECTED BY THE ESSO CUTBACKS. WE ARE CONTINUING TECHNICAL DISCUSSIONS WITH ESSO. WE WILL KEEP YOU INFORMED. VOLPE

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Message Attributes

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